

Erin L. Krupka

Email: ekrupka@umich.edu

Phone: (734) 936-9802

Website: <https://ekrupka.people.si.umich.edu>

EDUCATION

| | |
|--|------------------------|
| Carnegie Mellon University Ph.D. in Behavioral Decision Research | Pittsburgh, PA 2007 |
| Carnegie Mellon University M.S. in Behavioral Decision Research | Pittsburgh, PA 2004 |
| Carnegie Mellon University M.S. in Social and Decision Science | Pittsburgh, PA 2004 |
| University of Chicago M.P.P., Master of Public Policy | Chicago, IL 2002 |
| Wheaton College B.A., Comparative Literature & Wheaton Scholar | Norton, MA 1997 |

PROFESSIONAL EXPERIENCE

| | |
|--|------------------------------------|
| School of Information, University of Michigan Associate Dean for Faculty | Ann Arbor, MI 07/01/23–Present |
| School of Information, University of Michigan Ex-officio Dean's Advisory Committee | Ann Arbor, MI 01/01/23–06/30/23 |
| School of Information, University of Michigan Doctoral Program Director | Ann Arbor, MI 04/30/19–04/30/23 |
| School of Information, University of Michigan Professor (w. Tenure) | Ann Arbor, MI 2024–Present |
| School of Information, University of Michigan Associate Professor (w. Tenure) | Ann Arbor, MI 2017–2024 |
| School of Information, University of Michigan Assistant Professor | Ann Arbor, MI 2009–2017 |
| IZA Institute of Labor Economics Research Associate | Bonn, Germany 2007–Present |

PUBLICATIONS

- [1] J. M. Murray, S. C. Sanchez-Franco, O. L. Sarmiento, E. O. Kimbrough, C. Tate, S. C. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, F. Montes, H. Zhou, L. Moore, L. Bauld, B. Llorente, F. Kee, and R. Hunter, “Mediation analysis investigating the mechanisms of two school-based smoking prevention interventions in adolescents from Northern Ireland and Bogotá: The MECHANISMS study”, *Frontiers in Public Health*, forthcoming.
- [2] Bae, J., B. Choi, **E. Krupka**, and S. Lee, “Harnessing project identity and safety norms to promote construction workers’ safety behavior: Field intervention study”, *Journal of Construction Engineering and Management*, vol. 151, no. 3, p. 04 024 208, 2025.
- [3] G. Charness, E. Dimant, U. Gneezy, and **E. Krupka**, “Experimental methods: Eliciting and measuring social norms”, *Journal of Economic Behavior and Organization*, vol. 237, p. 107 187, 2025.
- [4] Hoover, H. and **E. Krupka**, “Different norms of sexual activity and consent seeking among college students: Social identity and statistical discrimination”, *Journal of Economic Behavior and Organization*, vol. 235, p. 107 028, 2025.
- [5] **E. Krupka** and R. A. Weber, “Krupka-weber norm elicitation method: A review”, in *Elgar Encyclopedia of Behavioural and Experimental Economics*, S. Chuah, R. Hoffmann, and A. Neelim, Eds., Edward Elgar Publishing Ltd., 2025, pp. 270–273.
- [6] J. M. Murray, S. C. Sanchez-Franco, O. L. Sarmiento, E. O. Kimbrough, C. Tate, S. C. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, F. Montes, H. Zhou, L. Moore, L. Bauld, B. Llorente, F. Kee, and R. Hunter, “Moderators of peer influence effects for experimentally measured smoking and vaping norms, and other smoking outcomes, in adolescents from high and middle-income settings: The MECHANISMS study”, *Frontiers in Psychology*, vol. 16, pp. 1–35, 2025.
- [7] L. Balafoutas, E. Dimant, S. Gächter, and E. Krupka, *Social norms: Enforcement, breakdown & polarization*, 2024.
- [8] Chang, D., R. Chen, **E. Krupka**, and Z. Song, “Do policy instruments that restrict social identity expression increase economic cooperation?”, *European Economic Review*, vol. 170, p. 104 847, 2024.
- [9] E. Kimbrough, **E. Krupka**, R. Kumar, J. Murray, A. Ramalingam, S. Sánchez-Franco, O. Sarmiento, F. Kee, and F. Hunter, “On the stability of norms and norm-following propensity: A cross-cultural panel study with adolescents”, *Experimental Economics*, pp. 1–28, 2024.

- [10] J. Kullgren, H. Kim, M. Slowey, J. Colbert, B. Soyster, S. Winston, K. Ryan, J. Forman, M. Riba, **E. Krupka**, and E. Kerr, “Using behavioral economics to reduce low-value care among older adults: A cluster randomized clinical trial”, *JAMA Internal Medicine*, vol. 184, no. 3, pp. 281–290, 2024, ***2025 SGIM Best Published Research Paper of the Year Award**.
- [11] C. Eckel, H. Hoover, **E. Krupka**, N. Sinha, and R. Wilson, “Using social norms to explain giving behavior”, *Experimental Economics*, vol. 26, no. 5, pp. 1115–1141, 2023.
- [12] **E. Krupka**, Hoover, H., C. Eckel, T. Rosenblat, O. Ojumu, and R. K. Wilson, “Multiple social identities cloud norm perception: Responses to covid-19 among university aged republicans and democrats”, *Frontiers in Behavioral Economics*, vol. 2, p. 1205873, 2023.
- [13] J. Murray, S. Sánchez-Franco, O. Sarmiento, E. Kimbrough, C. Tate, S. Montgomery, R. Kumar, L. Dunne, A. Ramalingam, **E. Krupka**, and F. Montes, “Selection homophily and peer influence for adolescents’ smoking and vaping norms and outcomes in high and middle-income settings”, *Humanities and Social Sciences Communications*, vol. 10, no. 1, pp. 1–35, 2023.
- [14] **E. Krupka**, R. Weber, R. T. Croson, and H. Hoover, “When in rome: Identifying social norms as a group phenomenon”, *Judgement and Decision Making Journal*, vol. 17, no. 2, pp. 263–283, 2022.
- [15] C. Tate, R. Kumar, J. M. Murray, S. Sanchez-Franco, O. L. Sarmiento, S. C. Montgomery, H. Zhou, A. Ramalingam, **E. Krupka**, E. Kimbrough, and F. Kee, “The personality and cognitive traits associated with adolescents’ sensitivity to social norms”, *Scientific Reports*, vol. 12, no. 1, pp. 1–11, 2022.
- [16] R. Hunter, F. Montes, J. M. Murray, S. Sanchez-Franco, S. C. Montgomery, J. Jaramillo, C. Tate, R. Kumar, L. Dunne, A. Ramalingam, E. Kimbrough, **E. Krupka**, H. Zhou, L. Moore, L. Bauld, B. Llorente, O. L. Sarmiento, and F. Kee, “Mechanisms study: Using game theory to assess the effects of social norms and social networks on adolescent smoking in schools - a proof of concept study”, *Frontiers in Public Health*, vol. 8, p. 377, 2020.
- [17] J. M. Murray, E. O. Kimbrough, **E. Krupka**, et al., “Confirmatory factor analysis comparing incentivized experiments with self-report methods to elicit adolescent smoking and vaping social norms”, *Scientific Reports*, vol. 10, p. 15818, 2020. DOI: 10.1038/s41598-020-72784-z.
- [18] D. Chang, R. Chen, and **E. Krupka**, “Rhetoric matters: A social norms explanation for the anomaly of framing”, *Games and Economic Behavior*, vol. 116, pp. 158–178, 2019.

- [19] Y. Chen, M. Jiang, and **E. Krupka**, “Hunger and the gender gap”, *Experimental Economics*, vol. 22, no. 4, pp. 885–917, 2019.
- [20] K. R. Jenkins, N. Fakhoury, C. Richardson, M. Segar, **E. Krupka**, and J. Kullgren, “Characterizing employees’ preferences for incentives for healthy behaviors: Examples to improve interest in wellness programs”, *Health Promotion Practice*, vol. 20, no. 6, pp. 880–889, 2019.
- [21] J. Kullgren, **E. Krupka**, A. Schachter, A. Linden, J. Miller, J. Acharya, J. Alford, R. Duffy, and J. Adler-Milstein, “Primary care clinician commitments to choose wisely about low-value services: A mixed-methods, stepped wedge cluster randomized trial”, *British Medical Journal Quality and Safety*, vol. 27, pp. 355–364, 2018.
- [22] K. Anderson, K. Song, S. Lee, **E. Krupka**, H. Lee, and M. Park, “Longitudinal analysis of normative energy use feedback on dormitory occupants’ energy consumption”, *Applied Energy*, vol. 189, pp. 623–639, 2017.
- [23] **E. Krupka**, S. Leider, and M. Jiang, “A meeting of the minds: Contracts and social norms”, *Management Science*, vol. 63, no. 6, pp. 1708–1729, 2017.
- [24] **E. Krupka** and R. Croson, “The differential impact of social norms cues on charitable contributions”, *Journal of Economic Behavior & Organization*, vol. 128, pp. 149–158, 2016.
- [25] F. Gino, **E. Krupka**, and R. Weber, “License to cheat: Voluntary regulation and ethical behavior”, *Management Science*, vol. 59, no. 10, pp. 2187–2203, 2013.
- [26] **E. Krupka** and M. S. Jr., “The stability of measured time preferences”, *Journal of Economic Behavior and Organization*, vol. 85, pp. 11–19, 2013.
- [27] **E. Krupka** and R. Weber, “Identifying social norms using coordination games: Why does dictator game sharing vary?”, *Journal of the European Economic Association*, vol. 11, no. 3, pp. 495–524, 2013.
- [28] D. M. Zulman, L. J. Damschroder, R. Smith, P. Resnick, A. Sen, **E. Krupka**, and C. Richardson, “Implementation and evaluation of an incentivized internet-mediated walking program for obese adults”, *Translational Behavioral Medicine*, vol. 3, no. 4, pp. 357–369, 2013.
- [29] S. V. Burks and **E. Krupka**, “Behavioral economic field experiments can identify normative alignments and misalignments within a corporate hierarchy: Evidence from the financial services industry”, *Management Science*, vol. 58, no. 10, pp. 203–217, 2012.

- [30] **E. Krupka** and R. Weber, “The focusing and informational effects of norms on pro-social behavior”, *The Journal of Economic Psychology*, vol. 30, no. 3, pp. 307–320, 2009.
- [31] A. Lusardi, R. Cossa, and **E. Krupka**, “Savings of young parents”, *Journal of Human Resources*, vol. 36, no. 4, pp. 762–794, 2001.

*Student co-authors are underlined.

PAPERS APPEARING IN CONFERENCE PROCEEDINGS

- [1] Chang, D., **E. Krupka**, E. Adar, and A. Acquisti, “Design, perception, and action: Engineering information give-away”, in *Proceedings of the 34th International Conference on Human Factors in Computing Systems (CHI 2016)*, Acceptance rate 22%, San Jose, CA, USA, 2016.
- [2] Hullman, J., **E. Krupka**, and E. Adar, “Evaluating approaches to crowd source visual analytics”, Paper presented at Collective Intelligence Conference, 2015.
- [3] Munson, S., **E. Krupka**, C. Richardson, and P. Resnick, “Effects of public commitments and accountability in a technology-supported physical activity intervention”, in *Proceedings of the 33rd International Conference on Human Factors in Computing Systems (CHI 2015)*, Acceptance rate 25%, Seoul, Korea, 2015.

WORKING PAPERS

- [1] **E. Krupka** and Schneeberger, A., “Determinants of norm compliance: Moral similarity and group identification”, Resubmitted, Management Science, 2026.
- [2] E. Dimant, **E. Krupka**, and A. Robbett, “Escalation and polarization spillovers”, Manuscript in preparation, 2025.
- [3] **E. Krupka** and Y. Lee, “The persistent and broad effects of disinformation on behaviors, beliefs, and norms”, Manuscript available, 2025.
- [4] **E. Krupka**, S. Leider, and M. Jiang, “Promises-keeping norms and renegotiation behavior”, Manuscript, 2021.
- [5] **E. Krupka** and Z. Song, “An empirical analysis of “we thinking” and status”, Manuscript available, 2021.

GRANTS AND FUNDING: EXTERNAL

| | |
|--|-----------|
| Collaborative Research: The Impact of COVID-19 on Norms, Risk-taking, Information and Trust , NSF, \$199,793. | |
| Role: Co-PI. | 2020–2023 |
| Impacts of Heterogeneous Organizational Backgrounds and Social Norms on Employees’ Behaviors in Temporary Organizations: Focusing on Safety Behavior in Construction Projects , NSF, \$345,181. | |
| Role: Co-PI. | 2018–2022 |
| Collaborative Research: SaTC Eager: Design, Perception, and Action – Engineering Information Give-Away , NSF, \$224,675. | |
| Role: PI. | 2015–2017 |
| REU Site: Incentive Centered Design , NSF, \$350,000. | |
| Role: PI. | 2012–2016 |
| Impacts of Public Announcements of Goals and Outcomes on Goal Completion , NSF, \$100,000. | |
| Role: Co-PI. | 2012–2013 |
| Eager: The Covenants We Live By: Normative Social Influence on Behavior , NSF, \$55,000. | |
| Role: PI. | 2014–2015 |
| Social Identity: A flexible conception of identity and shared narratives or a fixed trait? , ERINN (The University of Oxford), \$62,000. | |
| Role: PI. | 2019–2023 |
| Using Game Theory to assess the effects of social norms and social networks on adolescent smoking in schools: a proof of concept study , Medical Research Council, UK, £729,225. | |
| Role: Co-PI. | 2018–2023 |
| Provider, Patient, and Health System Effects of Provider Commitments to Choose Wisely , Donaghue Foundation, \$600,000. | |
| Role: Co-PI. | 2016–2018 |
| Decreasing Overuse of Low-Value Health Care Services Through Physician Precommitment , RWJF, \$199,417. | |
| Role: Co-PI. | 2013–2015 |

GRANTS AND FUNDING: INTERNAL UM

Out-group minority bias & the persistence of stereotypes in sexual consent, UM, \$4,980.

| | |
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| Role: PI. | 2020–2023 |
| Elizabeth Crosby Award , UM, \$15,609. | |
| Role: PI. | 2015–2016 |
| Distinguished Award for Interdisciplinary Sustainability (DOW) , UM, \$5,000. | |
| Role: PI. | 2014–2015 |
| Office of Research (UMOR) , UM, \$25,945. | |
| Role: PI. | 2013–2015 |
| Office of the Vice President for Research (OVPR) grant , UM, \$12,971. | |
| Role: PI. | 2013–2015 |
| Elizabeth Crosby Award , UM, \$12,233. | |
| Role: PI. | 2012–2013 |
| Rackham Summer Research Support Grant , UM, \$3,000. | |
| Role: PI. | 2011 |
| Office of the Vice President for Research (OVPR) grant , UM, \$4,000. | |
| Role: PI. | 2011 |

GRANTS AND FUNDING: OTHER

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|---|------|
| DFG/NSF Travel Grant | 2008 |
| Center for Behavioral Decision Research Small Grants Program | 2006 |
| Graduate Student Association, Graduate Conference Funding | 2006 |
| Ford Motor Company Graduate Student Research Grant | 2006 |
| Ford Motor Company Graduate Student Research Grant | 2002 |
| GuSH, Carnegie Mellon Graduate Small Project Help | 2002 |

AWARDS AND HONORS

| | |
|--|-----------|
| Economic Science Association Prize for Exceptional Achievement | 2025 |
| Big Ten Academic Alliance Academic Leadership Program (ALP) | 2024–2025 |
| SGIM Best Published Research Paper of the Year Award Society of General Internal Medicine, <i>JAMA Internal Medicine</i> | 2025 |

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| Honored Instructor Award from UM Housing | 2018–2019 |
| UM School of Information Outstanding Teacher Award | 2010–2011 |

TEACHING

| | |
|--|---------|
| Instructor Survey of Research Methods Seminar (redesigned course) | Ph.D. |
| Instructor Social Identity and Narratives (developed course) | Ph.D. |
| Instructor Research & Writing Critical Lit. Reviews for Field Prelim. (developed course) | Ph.D. |
| Instructor First Semester Experience (redesigned course) | Ph.D. |
| Invited Lecturer Morality and Ethical Choice (University of Cologne) | Ph.D. |
| Instructor Theories of Social Influence (developed course) | Masters |
| Instructor Choice Architecture (developed course) | Masters |
| Instructor Introduction to Information Studies (redesigned course) | UG |
| Instructor Persuasion and Social Influence (developed course) | UG |

MENTORSHIP AND SUPERVISION

Chair

| | |
|--------------------------------|-----------------|
| David Ruttenberg, UMSI, Ph.D. | 2028 (expected) |
| Zhewei Song, UMSI, Ph.D. | 2023 |
| Daphne Chang, UMSI, Ph.D. | 2018 |
| Carrie Wenjing Xu, UMSI, Ph.D. | 2017 |

Committee member

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| Yiwei Fan, UMSI, Ph.D. | 2030 (expected) |
| Alexander Schneeberger, Univ. of Cologne Business School, Ph.D. | 2027 (expected) |
| Christopher Marra, UM Dept. of Music, Ph.D. | 2019 |
| Carolyn Watson, UM Economics Dept., Undergrad. Honors Thesis | 2018 |
| Dana Jackman, UM Dept. of Natural Resources and Environment, Ph.D. | 2016 |
| Kyle Anderson, UM Dept. of Civil Engineering, Ph.D. | 2015 |
| Ruth Beer, UM Ross Business School, PhD | 2015 |
| Ming Jiang, UMSI Ph.D. | 2015 |

Pre- and Post-Doc supervision

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| Yuliet Verbel Bustamante, UMSI Post-doc supervision | 2024 to present |
| Sandhya Srinivas, UMSI Pre-doc supervision | 2023 |
| Hanna Hoover, UMSI Post-doc supervision | 2020-2022 |
| Monica Tincopa, UM MD, Post-doc supervision | 2019-2020 |

SERVICE

External UMSI

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| Economic Science Association Mentoring Program (ESA) Director Implement faculty-led mentorship program, facilitate matches, develop mentoring resources, produce programming at all ESA meetings (global, Europe, N. & S. America, Asia-Pacific, Africa, BREW-ESA) | 2024-2026 |
| Junior Faculty Mentoring Workshop, University of Konstance Creator and facilitator | 2025 |
| Economic Research on Identity, Norms and Narratives (ERINN) Associate board member | 2018-2023 |
| Jr. Faculty Mentoring Workshop, Max Planck Institute for Collective Goods, Bonn, Germany Creator and facilitator | 2023 |
| Lab for Faculty Researching Gender, LGBTQ+, Race in Economics Creator and facilitator | 2022-2023 |
| Mentor to the Outstanding Academic Fellows Programme, Norwegian University of Science and Technology Mentor | 2022-2026 |
| Jr. Faculty Mentoring Workshop, NYU Abu Dhabi, Economics Department Creator and facilitator | 2022 |
| Jr. Faculty Mentoring Workshop, Bogotá Experimental Economics Conference Creator and facilitator | 2022 |
| Committee on the Status of Women in the Economics Profession, American Economic Association Mentor | 2018-2022 |

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| Economic Science Association Mentoring Program (ESA) Panelist | 2021 |
| Jr. Female Faculty Mentoring Workshop, University of Cologne Business School Creator and facilitator | 2018, 2019 |
| Economic Science Association (ESA) Board Member | 2015-2018 |
| Collective Intelligence Organizing Committee Member | 2016 |
| Women's Mentoring Program, Institute for the Study of Labor (IZA), Bonn, Germany Creator and facilitator | 2011 |

Internal UMSI

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|---|-----------------|
| UM/Academic Leadership Program Alumni Event: Advisory Planning Committee Member | 2026 |
| UM School of Music, Theater, & Dance on admissions model Consultant | 2025-2026 |
| Faculty Budget Engagement Committee, Office of the Provost Member | 2025-2026 |
| Faculty Budget Engagement Committee, Office of the Provost Member | 2024-2025 |
| Volunteer Code of Conduct Taskforce Co-Chair | 2024-2025 |
| Dean's Advisory Committee Ex-officio | 05/2023-06/2023 |
| Doctoral Program Director | 2023-2024 |
| Promotion and Tenure Committee Member | 2023-2024 |
| Doctoral Program Director | 2022-2023 |
| Promotion and Tenure Committee Chair | 2022-2023 |
| Doctoral Program Director | 2021-2022 |

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| Promotion and Tenure Committee Member | 2021-2022 |
| Doctoral Program Director | 2020-2021 |
| Promotion and Tenure Committee Member | 2020-2021 |
| UM African Presidential Scholars (UMAPS) Mentor | 2020-2021 |
| Doctoral Program Director | 2019-2020 |
| Promotion and Tenure Committee Member | 2019-2020 |
| Search committee Member, Causal Inference and Machine Learning | 2019-2020 |
| Doctoral Curriculum Committee Member | 2018-2019 |
| Doctoral Curriculum Committee Member | 2017-2018 |
| Social Behavioral Experimental Econ. seminar series Coordinator | 2017-2018 |
| Behavioral Experimental Econ. seminar series Coordinator | 2017-2018 |
| Doctoral Curriculum Committee Member | 2016-2017 |
| Search committee Member, Large-scale Causal Behavior Analytics and Social Design search | 2016-2017 |
| UM Mhealthy Committee Member | 2015-2016 |
| Masters Curriculum Task Force Member | 2014-2015 |
| Research Experience (REU) for Undergraduates Administer the NSF funded program | 2014-2015 |
| Undergraduate Curriculum Committee Member | 2013-2014 |
| Research Experience (REU) for Undergraduates Administer the NSF funded program | 2013-2014 |
| Doctoral Committee Member | 2012-2013 |

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| Undergraduate Curriculum Task Force Member | 2012-2013 |
| Search committee Member, Incentive Centered Design | 2012-2013 |
| Research Experience (REU) for Undergraduates Administer the NSF funded program | 2012-2013 |
| Specialization coordinator for Incentive Centered Design | 2012-2013 |
| Undergraduate Curriculum Committee Member | 2011-2012 |
| Teaching Evaluation for Lecturers Observer | 2011-2012 |
| Undergraduate Curriculum Committee Member | 2010-2011 |

EDITORIAL AND REVIEWING

Editorial Work

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|--|-----------|
| Journal of Judgment and Decision Making Associate editor | 2019-2026 |
| European Economic Review; Social Norms: Enforcement, Break-down & Polarization, Special Issue Editor along with L. Balafoutas, S. Gächter, E. Dimant and D. Levine | 2023 |
| Economic Journal Associate editor | 2020-2023 |

Reviewing

American Economic Review
 American Economic Journal: Microeconomics
 Computer Human Interaction
 Econometrica
 Economic Inquiry
 Experimental Economics
 Games and Economic Behavior
 Journal of Behavioral Decision Making
 Journal of Economic Behavior and Organization
 Journal of European Economic Association
 Journal of Judgment and Decision Making
 Journal of Law, Economics, and Organizations

Journal of Public Economics
Journal of Economic Psychology
Management Science
NSF Grant reviewing

CONFERENCES AND PROGRAM PARTICIPATION

Invited Talks

| | |
|--|------------|
| Thurgau Experimental Economics Meeting (Theem) *Keynote Address University of Konstanz, Kreuzlingen, CH | March 2026 |
| Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series Ross Business School UM, Ann Arbor, MI | 2026 |
| Economic Research on Identity, Norms, and Narratives (ERINN) Conference Venice, Italy | 2025 |
| Microeconomics Seminar Series University of Konstanz, Germany | 2025 |
| Department of Economics Seminar Series Middlebury College, Middlebury, VT | 2025 |
| Directions of Polarization, Social Norms, and Trust in Societies: Perspectives from Behavioral Sciences Conference Massachusetts Institute of Technology | 2023 |
| Center for Decision Making and Economic Psychology Workshop Ben-Gurion University of the Negev, Israel | 2023 |
| Department of Economics Seminar Series Ben-Gurion University of the Negev, Israel | 2023 |
| Department of Economics Seminar Series University of Haifa, Haifa, Israel | 2023 |
| Max-Planck-Institute for Research on Collective Goods Seminar Junior faculty Mentoring Workshop and seminar speaker Bonn, Germany | 2023 |
| International Symposium in Experimental Economics (iSEE) Junior faculty Mentoring Workshop and seminar participant NYU Abu Dhabi, United Arab Emirates | 2022 |
| Economics Department Seminar Series Tippie College of Business, University of Iowa, Iowa City, IA | 2022 |

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| Bogotá Experimental Economics Conference (BEEC) *Keynote Address The School of Economics and Business of the Pontificia Universidad Javeriana, Colombia | 2022 |
| Norms and Behavioral Change Conference (NoBeC) Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics Univ. of Pennsylvania, Philadelphia, PA | 2022 |
| RExCon21: International Conference on Social norms *Keynote Address Higher School of Economics University, Moscow, Russia | 2021 |
| National Institute of Diabetes and Digestive and Kidney Disease *Keynote Address Michigan Center for Diabetes Translation Research, UM, Ann Arbor, MI | 2021 |
| Economics Department Seminar Series Purdue University, West Lafayette, IN | 2021 |
| Economics Department Seminar Series Queens University, Kingston, Ontario | 2021 |
| Department of Economics Seminar Series Middlebury College, Middlebury, VT | 2020 |
| Max Planck Institute for Research on Collective Goods Bonn, Germany | 2020 |
| Business and Economics Department Seminar Speaker University of Vienna, Vienna, Austria | 2020 |
| Latin-American Workshop on Experimental and Behavioural Social Sciences (LAWEBESS) *Keynote Address Universidad de Santiago de Chile, Santiago, Chile | 2018 |
| The Institute of Continuing Legal Education *Keynote Address Ann Arbor, MI | 2018 |
| Department of Economics Seminar Speaker University of Berlin, Berlin, Germany | 2018 |
| Department of Management, Economics and Social Sciences Junior faculty Mentoring Workshop and seminar speaker University of Cologne, Cologne, Germany | 2018 |
| Workshop on Cultural Transmission and Social Norms Department of Economics University of East Anglia, Norwich, England | 2016 |

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| Collective Intelligence Conference *Plenary Speaker NYU Stern School of Business, New York, NY | 2016 |
| Economics Department Seminar Speaker Texas A&M University, College Station, TX | 2016 |
| Politics and Economics Seminar Speaker Department of Philosophy, The Univ. of Pennsylvania, Philadelphia, PA | 2016 |
| Workshop in Honor of John Van Huyck Southern Methodist University (SMU), Dallas, TX | 2015 |
| Department of Management, Economics and Social Sciences Junior faculty Mentoring Workshop and seminar speaker University of Cologne, Cologne, Germany | 2015 |
| Marketing Department Seminar Speaker The University of Michigan Ross Business School, Ann Arbor, MI | 2015 |
| School of Economics Seminar Series The University of Nottingham, School of Economics Nottingham, United Kingdom | 2015 |
| Smeal College of Business Seminar Series Penn. State University, Smeal College of Business, State College, PA | 2015 |
| Department of Resource Economics Seminar Series University of Massachusetts Amherst, Amherst, MA | 2015 |
| Presidential Inauguration Privacy Symposium University of Michigan, Ann Arbor, MI | 2015 |
| Indiana University Public Policy Institute School of Public and Environmental Affairs Indiana University-Purdue University Indianapolis, Indianapolis, IN | 2014 |
| Economics Department Seminar Series Florida State University, Tallahassee, FL | 2014 |
| Economics Department Seminar Series University of Zurich (ETH), Zurich, CH | 2014 |
| Department of Psychology Seminar Series University of Michigan, Ann Arbor, MI | 2014 |
| Economics Department Seminar Series Florida State University, Tallahassee, FL | 2013 |
| Economics Department Seminar Series Tippie College of Business, University of Iowa, Iowa City, IA | 2012 |
| Erb Institute Seminar Series University of Michigan, Ross School of Business, Ann Arbor, MI | 2012 |

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| Decision Science and Org. Behavior Seminar INSEAD Business School, Fontainebleau, France | 2011 |
| Department of Psychology Seminar Series University of Michigan, Ann Arbor, MI | 2011 |
| Interdisciplinary Committee on Organizational Studies (ICOS) Seminar Series Ross Business School UM, Ann Arbor, MI | 2011 |
| Thurgau Experimental Economics Meeting (Theem) Conference University of Konstanz, Kreuzlingen, CH | 2011 |
| Economics Department Seminar Series University of California Berkeley, Berkeley, CA | 2011 |
| Economics Department Seminar Series Erasmus University, Rotterdam, NL | 2009 |
| Andrew Young School of Policy Studies Junior faculty Mentoring Workshop and seminar speaker Georgia State University, Atlanta, GA | 2009 |
| Economics Department Seminar Series University of Helsinki, Helsinki, Finland | 2008 |
| Economics Department Seminar Series The University of Texas at Dallas, Richardson, TX | 2008 |
| XI Summer School on Economics and Philosophy Theme: Social Norms: Foundations for Human Social Behavior University of the Basque Country and the Urrutia Elejalde Foundation, San Sebastián, Spain | 2008 |

Conference Presentations

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| Behavioral Measurement Conference Goethe University Frankfurt, Frankfurt, Germany | 2024 |
| Allied Social Science Associations Meetings (ASSA / ESA) | 2023 |
| Economic Science Association (ESA) | 2022 |
| Allied Social Science Associations Meetings (ASSA / ESA) | 2021 |
| Society of General Internal Medicine Annual Meeting | 2021 |

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| Academy of Management (AOM) Annual Meeting “Social Norms in Organizations: An Expansive View of Conformity and Deviance in the Workplace” selected as a showcase symposium for the Organizational Behavior division. Vancouver, British Columbia, Canada | 2020 |
| Economic Research on Identity, Norms, and Narratives (ERINN) University of Oxford, Oxford, England | 2019 |
| Social Norms Conference hosted by ERINN London School of Economics, London, England | 2019 |
| European Workshop on Behavioral and Experimental Economics (EWEBE) Lyon, France | 2019 |
| Economic Research on Identity, Norms and Narratives (ERINN) University of Oxford, Oxford, England | 2018 |
| Workshop on Cultural Transmission and Social Norms MIT, Boston, | 2018 |
| Norms and Behavioral Change Conference (NoBeC) Univ. of Pennsylvania Center for Social Norms and Behavioral Dynamics Univ. of Pennsylvania, Philadelphia, PA | 2018 |
| The Inst. for Operations Research and the Management Sciences (INFORMS) Atlanta, GA | 2017 |
| Center for Econ. Studies and Info. Inst. for Econ. Research (CesIfO) Munich, Germany | 2017 |
| Florence-Konstanz Workshop on Norms and Multi-Ethnic Societies Florence, Italy | 2017 |
| Cultural Transmission of Social Norms Nottingham University, Nottingham, England | 2017 |
| Allied Social Science Associations Meetings (ASSA / ESA) | 2017 |
| International Conference on Human Factors in Computing Systems | 2016 |
| Experimental Science Association (ESA) | 2016 |
| Behavioral Decision Research in Management | 2016 |
| International Conference on Human Factors in Computing Systems SaTC Eager Grantees Workshop | 2015 |
| Behavioral Economics and Health Symposium Center for Health Incentives and Behavioral Econ. (CHIBE) Univ.of Pennsylvania, Philadelphia, PA | 2015 |

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| Social Norms and Institutions University of Zurich (ETH), Zurich, CH | 2015 |
| Allied Social Science Associations Meetings (ASSA / AEA) | 2015 |
| Experimental Science Association (ESA) | 2015 |
| Allied Social Science Associations Meetings (ASSA / ESA) | 2014 |
| Allied Social Science Associations Meetings (ASSA / ESA) ESA session organizer for two ESA | 2011 |
| Experimental Science Association (ESA) | 2011 |
| Allied Social Science Associations Meetings (ASSA / ESA) ESA session organizer | 2010 |
| Experimental Science Association (ESA) | 2010 |
| Allied Social Science Associations Meetings (ASSA / ESA) ESA session organizer | 2009 |
| Experimental Science Association (ESA) | 2009 |
| Allied Social Science Associations Meetings (ASSA / ESA) | 2008 |
| Experimental Science Association (ESA) | 2008 |
| Behavioral Decision Research in Management (BDRM) Session organizer and presenter | 2008 |
| Society for Judgment and Decision Making (SJDM) | 2007 |
| Society for Judgment and Decision Making (SJDM) | 2006 |
| Behavioral Decision Research in Management Conference | 2006 |